



## Sales Development Representative (Remote)

### Minimum Qualifications

- Bachelor's degree or equivalent practical experience.
- Experience in sales development and relationship management.
- Experience in technology sales and CRM tools.

### Preferred Qualifications

- Track record of reaching and exceeding strategic goals in the technology industry with SaaS, PaaS or IaaS products.
- Knowledge of technology and cloud computing solutions
- Ability to operate with enthusiasm and flexibility in a fast-paced, constantly evolving team environment. Ability to build influential relationships and to deliver results in a cross-functional/matrixed environment.
- Goal-oriented, self-motivated individual who is confident, thorough and committed.

### About the Job

As a Suitebriar Business Development Representative (BDR) you will act as the liaison between our Marketing and Sales teams. Your role will be to seek new business opportunities by contacting and developing relationships with potential customers.

To be successful in this role, you should have previous experience developing leads from marketing campaigns and meeting sales activity quotas. You will use your communication skills to cultivate strong relationships with customers, from first contact until you handoff the deal to the sales team. If you are motivated and results-driven, and enjoy working in a team environment, we'd like to meet you.

Ultimately, you will boost sales and contribute to our long-term business growth!

### About Suitebriar

Founded in 2010 as one of the first G Suite launch partners, Suitebriar's expertise and offerings now span the entire portfolio of Google Cloud Solutions. Today, as a Google Cloud Premier Partner, our

team of certified experts help organizations accelerate their digital transformation and get the most from the Cloud.

Google Cloud helps millions of employees and organizations empower their employees, serve their customers, and build what's next for their business — all with technology built in the cloud. Google Cloud products are engineered for security, reliability and scalability, running the full stack from infrastructure to applications to devices and hardware.

## **Responsibilities**

- Generate demand with prospective and existing customers via Email, Google Meet (Video Conferencing), LinkedIn and phone to identify, qualify and nurture opportunities.
- Learn and implement solution selling strategies mapping Google Cloud solutions against customer's business imperatives particularly as it relates to Collaboration and Communications tools and systems.
- Leverage sales plays and provide feedback to product marketing, marketing and sales to update industry/solution pitches based on customer conversations.
- Maintain sales opportunity hygiene with timely and accurate updates on opportunities driven by the Business Development Representatives in the Customer Relationship Management (CRM) tool.
- Deliver on key metrics (e.g., Meetings Scheduled, Pipeline Creation, Opportunity Qualification).
- Assist with ad-hoc projects on an as-needed basis (e.g., CRM Hygiene & Maintenance, Event Planning)

## **Industry**

- Information Services
- Internet
- SaaS (Software-as-a-Service)

## **Employment Type**

Full-time / Contractor

## **Job Functions**

- Sales
- Business Development
- Marketing